

Message Text

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PAGE 01 BANGKO 12986 150754Z
ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
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R 150255Z JUN 77
FM AMEMBASSY BANGKOK
TO USDOC WASHDC
INFO SECSTATE WASHDC 3200

UNCLAS BANGKOK 12986

E.O. 11652: N/A
TAGS: BEXP, TH
SUBJ: WTDR/FTI

REF : USDOC 9845

1. THAILAND 2. CNTRY CODE: 549 3. SER.NO: 002100
4. SAHA THAI VATANA CO., LTD.
4A. CODE: K 5. MANSION 4, RAJDAMNERN AVENUE
6.BANGKOK, THAILAND 7. ESTABL: 1925 8. EMPL: 150
9. SIZE: (19-X) LARGE 10. REPUTATION: (22-X) GOOD
11. SELLS ITS PRODUCTS IN THE FOLLOWING FOREIGN AREAS LISTED
IN ORDER OF IMPORTANCE: LOCALLY
12. RPT DATE: 06/77
13A. 36100/235 IMP.AGT. DIST. OF ELECTRIC TRANSMISSION AND
DISTRIBUTION EQUIPMENT
13B. 35100/235 IMP.AGT.DIST. OF ENGINES AND TURBINES
13C. 35200/235 IMP.AGT.DIST. OF FARM AND GARDEN MACHINERY
AND EQUIPMENT
13D. 36300/235 IMP.AGT.DIST. OF HOUSEHOLD APPLIANCES
13E. 28510/235 IMP.AGT.DIST. OF PAINTS, VARNISHES, LACQUERS
AND ENAMELS
13F. 38410/235 IMP.AGT.DIST. OF MEDICAL AND SURGICAL
INSTRUMENTS AND APPARATUS
13G 28424/235 IMP.AGT.DIST. OF CAR CLEANERS AND POLISHERS
13H. 28340/235 IMP.AGT.DIST. OF PHARMACEUTICAL PREPARATIONS
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13I. 26218/235 IMP.AGT.DIST. OF TISSUE PAPER
13J. 38210/235 IMP.AGT.DIST. OF MECHANICAL MEASURING AND
CONTROLLING INSTRUMENTS
13K. 35890/235 IMP.AGT.DIST. OF WATER FILTERS
13L. 29116/235 IMP.AGT.DIST. OF LUBRICANTS
14. CONTACT:MRS. SUPAN PANANONDA TITLE: MANAGING DIRECTOR
15 CABLE: SAHATHAI 16. TELEX: NA 17. TEL: 222-0731

18. FINANCIAL REFS: THAI MILITARY BANK LTD., 96 MANSION 2, RAJDAMNERN AVENUE, BANGKOK; BANGKOK BANK LTD., 9 SUAPA ROAD, BANGKOK; KRUNG THAI BANK, 260 YAWARAJ ROAD, BANGKOK; THAI FARMERS BANK, 142 SILOM ROAD, BANGKOK.

19. TRADE REFS: SEE ITEM 20

20. AGENCY REP: ONAN, A DIV. OF ONAN CORP., 1400 73RD AVENUE, N.E., MINNEAPOLIS, MINN. 55432, GASOLINE AND DIESEL ELECTRIC GENERATING PLANTS FOR INDUSTRIAL AND MARINE USES, ELECTRIC WELDERS; TORO INT'L SALES CO., 8111 LYNDAL AVE., SOUTH, BLOOMINGTON, MINN. 55420, ENGINE LAWN MOWERS; JACOBSEN MANUFACTURING CO., 1721 PACKARD AVE., RACINE, WISCONSIN 53404, LAWN MOWERS AND GARDEN TRACTORS; AMF INT'L, DIV. OF AMERICAN MACHINE & FOUNDRY, INC., 281 MADISON AVE., NEW YORK, N.Y. 10016, WATER FILTERS; CLARKE DIV., CLARKE GRAVERLY CORP., 2800 ESTES ST., MUSKEGAN, MICHIGAN 49441, ELECTRIC FLOOR POLISHING MACHINES; MERCATOR CORP., 607 WASHINGTON ST., READING, PA. 18603, INDUSTRIAL POWER PLANT AND PROCESSING EQUIPMENT, AGRICULTURAL EQUIPMENT; SEEDBURO INT'L EQUIPMENT CO., 618-626 WEST JACKSON BLVD., CHICAGO, ILL. 60606, TESTING EQUIPMENT FOR GRAIN, SEED AND OTHER PRODUCTS; BURROWS EQUIPMENT CO., 1316 SHERMAN AVE., EVANSTON, ILL. 60204, TESTING, WEIGHING, HANDLING, GRINDING, PROCESSING, TRANSMISSION, STORAGE, CLEANING, SANITATION AND MISCELLANEOUS EQUIPMENT; SUN OIL INT'L INC., 1608 WALNUT STREET, PHILADELPHIA, PA. 19103, SPARK PLUG AND AUTOMOTIVE ACDESSORIES; TURTLE WAX, INC., 5665 W. 73RD ST., CHICAGO, ILL. 60638, WAX AND HOUSEHOLD CHEMICAL PRODUCTS; CHARLES H. REDD EXPORT, INC., 10 HIGH STREET, SUITE 719, BOSTON 10, MASS. 02110, RUST MASTER PRODUCTS AUTO CHEMICALS; UNCLASSIFIED

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WEST CHEMICAL PRODUCTS INC. 42-16 WEST ST., LONG ISLAND, N.Y. 11101, PHARMACEUTICALS; THE VITARINE CO., INC., 227-15 NORTH CONDUIT AVE., SPRINGFIELD GARDENS, N.Y. 11413, PHARMACEUTICALS; THE ANDREW JERGENS CO., CINCINNATI, OHIO 45201, SOAP, HAND AND BODY LOTION, SHAMPOO, AFTERSHAVE LOTION; DOW CORNING INT'L, LTD., NASSAW, BAHAMAS, SANITARY TISSUE PRODUCTS; STAFFORD-MILLER EXPORT INC., 257 CORNELISON AVE., JERSEY CITY, N.J. 07302, DENTAL SUPPLIES; TRANS-WORLD TRADING CORP., 6445 N. CENTRAL AVE., CHICAGO, ILL. 60646, GERBER NURSERS AND ACCESSORIES; RUST-OLEUM CORP., 2301 OAKTON STREET, EVANSTON, ILL. 60204, PAINTS; PLOUGH INC. AND DAP, INC., DAYTON, OHIO 45401, PRODUCTS FOR GLAZING, CAULKING AND SEALING FILLERS, GLUE AND CEMENT; A/S NORSK LETTMETALL, NORWAY, POWER EQUIPMENT FOR LAWN, GARDEN, FIELD AND FARM; VICTA EXPORT DIV., VICTA LTD., 3/8 HORSLEY ROAD, MILPERRA, N.S.W., AUSTRALIA 2214, POWER LAWN MOWERS; AMERICAN MACHINE & FOUNDRY CO. (AUST) PTY LTD., 25 WHITING STREET, ARTAMAN, NEW SOUTH WALES, AUSTRALIA 2064, WATER FILTERS; FARNY & WEIDMANN, 684 LAMPERTHEIM/MANNHEIM, GERMANY, DIESEL ENGINES; JAPAN SUN OIL CO., INC., JAPAN, SPARK PLUG AND AUTOMOTIVE

ACCESSORIES; SMITHS INDUSTRIES, LTD., ENGLAND, SPARK PLUG
AND AUTOMOTIVE ACCESSORIES; SMITHS INDUSTRIES PTY, LTD.,
46-52 FERNDILL ST., GUKLDORD, NSW 2161, AUSTRALIA,
RUST MASTER PRODUCTS AUTO CHEMICALS; WALLACE MANUFACTURING
CHEMICALS, LTD., ENGLAND, PHARMACEUTICALS; STAFFORD-MILLER
LTD., AUSTRALIA, DENTAL SUPPLIES.

21. SUBJECT FIRM WAS INCORPORATED IN 1925 WITH AN AUTHORIZED
CAPITAL OF US\$250,000 TO ACT AS IMPORTER, RETAILER AND WHOLESALER
OF ELECTRIC TRANSMISSION AND DISTRIBUTION EQUIPMENT, ENGINES
AND TURBINES, FARM AND GARDEN MACHINERY AND
EQUIPMENT, HOUSEHOLD APPLIANCES, PAINTS AND VARNISHES, MEDICAL
AND SURGICAL INSTRUMENTS AND APPARATUS, CAR CLEANERS AND POLISHERS,
MECHANICAL, MEASURING AND CONTROLLING EQUIPMENT, WATER
FILTERS, AND LUBRICANTS. EIGHTY PERCENT OF ITS IMPORTS ARE
FROM U.S. AND THE REMAINDER FROM EUROPE. ITS OFFICE
OCCUPIES A LEASED 4-STORY BUILDING OF ABOUT 400 SQ.METERS,
LOCATED IN ONE OF BANGKOK BUSINESS DISTRICTS. FIRM PLANS
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TO OPEN A NEW DEPARTMENT TO DEAL IN AIRCRAFT ACCESSORIES AND
MILITARY ELECTRONIC EQUIPMENT IN THE NEAR FUTURE. IT
MAINTAINS TWO BRANCH OFFICES, ONE IN CHIANG MAI
(NORTHERN THAILAND) AND ONE IN KHON KAEN (NORTHEASTERN THAILAND)
AS RETAIL OUTLETS. IT EMPLOYS 150 PEOPLE INCLUDING
30 TRAVELING SALESMEN. SUBJECT FIRM'S SALES VOLUME IN 1976 WAS
REPORTED TO BE US\$1,450,000 REPRESENTING AN INCREASE OF
20 PERCENT OVER THE SALES REPORTED IN 1975. IT IS A
MEMBER OF THE THAI CHAMBER OF COMMERCE. FIRM ENJOYS A GOOD
REPUTATION IN LOCAL BUSINESS AND BANKING CIRCLES AND IS UNDER
THE MANAGEMENT OF MRS. SUPAN PANANANDA (CHAIRMAN) AND MR. KACHORN
PANANANDA (PRESIDENT). LOCAL BANKS REPORT FAVORABLY ON SUBJECT
STATING THAT IT MAINTAINS WELL CONDUCTED ACCOUNTS. SAHA THAI VATANA
CO., LTD. IS CONSIDERED TO BE A GOOD TRADE CONTACT FOR U.S. FIRMS.
22. PREPARED BY: SATHIT/SOMSAK APPROVED BY: JAMES H. SAVERY
AT: AMEMBASSY BANGKOK.
WHITEHOUSE

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NNN

Message Attributes

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Sent Date: 15-Jun-1977 12:00:00 am
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
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Disposition Reason:
Disposition Remarks:
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